

Video Transcript: Ravin Mirchandani

<Silence> The reason most people don't give themselves the opportunity to dream is because they're scared of failure. Failure is the same whether you fail small or fail big, so you might as well dream big. That's hard to sell as a business concept. But I think so many dreams have come true in Queensland. You just need to want to make it happen and work hard enough for it, and Queensland will give you the opportunity. I spent the early part of my childhood in Russia where I was the black boy in school, and then the later part of my high school in India where I was the white boy. When I got to Queensland to go to uni in QUT and I was just Rav, it was the first time in my life that I felt accepted for being just me. The first thought that came into my mind is the most beautiful place on earth. Queensland gave me this sense of the future is bright, the future is beautiful. Do your best and the best will happen to you.

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In my young adult years, I've worked across many industries, including oil and gas before being sent around the world as part of my job. Worked directly in India, in France, in Indonesia, Hong Kong, Vietnam, Thailand, Malaysia. I miss the skies of Queensland and the beauty that we have in Australia doesn't exist in developing economies because of the sheer amount of traffic and polluting industries that you have. That's what actually first drove me towards the energy transition to allow for people across our planet to enjoy the sorts of air and skies and sunsets that we have in Queensland. So my passions are about a cleaner and safer planet.

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We've always been in an energy transition, four strong carriages moving to petrol petrol, moving to diesel, then to aviation turbine fuel. What we are experiencing now is just part of that transition. When I got involved with the Quench, the pivot into hydrogen and electric vehicles was a natural one, both for the business and for myself. Australia, no matter where you go in the world is the darling. India is fond of Australia for that reason. The countries fit in so naturally with each other and there's always a kind ear for an Australian solution, service or product. But there's a saying in Hindi which translates into "India is a horse for the long race". With 1.2 billion people understanding India is about understanding volume, making a small margin across a very large population base of customers. In a country where the culture is so different, a business is better placed, having a partner that understands and can manage the context. And I look at my role with Trade in Investment Queensland as someone that can bring a little bit more. TIQ has a team of people in India who understand the economy and are able to match Queensland business with opportunities in India and how to crack that market. So the challenge really with dreaming isn't about dreaming cause we all dream. The challenge is with overcoming that fear of failure. Dreaming big is about courage. Courage to capitalise on that opportunity. Queensland has everything together to make your dream come true.